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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

SALES FOR COMMERCIAL HEAT TREATERS DOWN 1.0% FROM NOVEMBER 1989

The Metal Treating Industry posted $47.1 million in sales for November 1990. By comparison, sales in November 1989 reached $47.6 million.

For the year-to-date, 1990 billings amount to $545.6 million, an increase of 0.5% over 1989's year-to-date total of $542.7 million.

Only two MTI districts topped November 1989 sales and four districts outperformed all of 1989.

A summary of percentage change by geographic regions follows:

	District	Nov 90 vs. Nov 89	Total 1990 vs. 1989
1	New England (MA-RI-CT)	- 1.9	- 5.2
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 0.2	- 1.0
3	South Central (W.PA-OH-IN-KY)	- 1.9	3.6
4	Michigan	- 1.3	- 2.4
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	- 4.0	- 6.2
6	North Central (IL-WI-MN-MO-IA)	- 2.0	0.1
7	Pacific Coast (CA-AZ-ORE-WASH)	2.1	5.3
8	Southwest (TX-OK-AR-CO-LA-UT)	7.4	15.4
9	Canada	- 4.5	- 6.9

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
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ANALYSIS OF NATIONAL BILLINGS

NOVEMBER, 1990

BILLINGS FOR MONTH

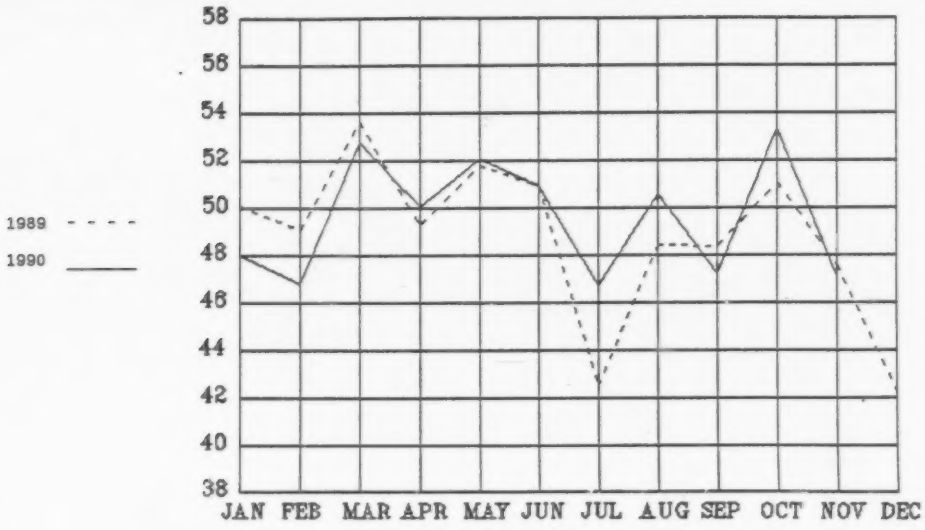
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1989	1990	%	1989	1990
Total	219	47567.1	47101.3	- 1.0	100.0	100.0
Dist. 1	16	3033.6	2976.6	- 1.9	6.4	6.3
Dist. 2	28	4663.6	4653.1	- 0.2	9.8	9.9
Dist. 3	42	9151.1	8973.9	- 1.9	19.2	19.1
Dist. 4	26	6007.0	5929.3	- 1.3	12.6	12.6
Dist. 5	17	2557.6	2456.0	- 4.0	5.4	5.2
Dist. 6	33	8706.1	8530.5	- 2.0	18.3	18.1
Dist. 7	25	6290.3	6421.8	2.1	13.2	13.6
Dist. 8	17	2738.0	2940.9	7.4	5.8	6.2
Dist. 9	15	4420.1	4219.1	- 4.5	9.3	9.0
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1989	1990	%	1989	1990
Total	542746.4	545568.1	0.5	100.0	100.0
Dist. 1	34740.1	32926.0	- 5.2	6.4	6.0
Dist. 2	52836.3	52314.4	- 1.0	9.7	9.6
Dist. 3	100934.8	104599.4	3.6	18.6	19.2
Dist. 4	74387.9	72603.5	- 2.4	13.7	13.3
Dist. 5	30811.4	28890.9	- 6.2	5.7	5.3
Dist. 6	100589.1	100672.5	0.1	18.5	18.5
Dist. 7	69786.9	73516.5	5.3	12.9	13.5
Dist. 8	30567.5	35283.6	15.4	5.6	6.5
Dist. 9	48092.7	44761.8	- 6.9	8.9	8.2

MILLIONS

NATIONAL BILLINGS



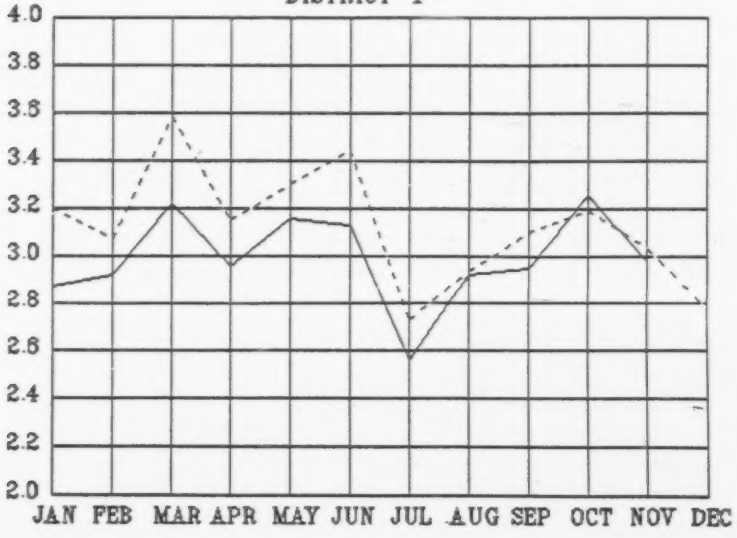
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-4.1	-4.7	-1.5	1.6	0.5	0.0	9.8	4.5	-2.4	4.5	-1.0	
% Change	Cumulative	-4.1	-4.4	-3.4	-2.2	-1.6	-1.4	0.0	0.5	0.2	0.7	0.5	

MILLIONS

MASS.-R.I.-CONN.
DISTRICT 1



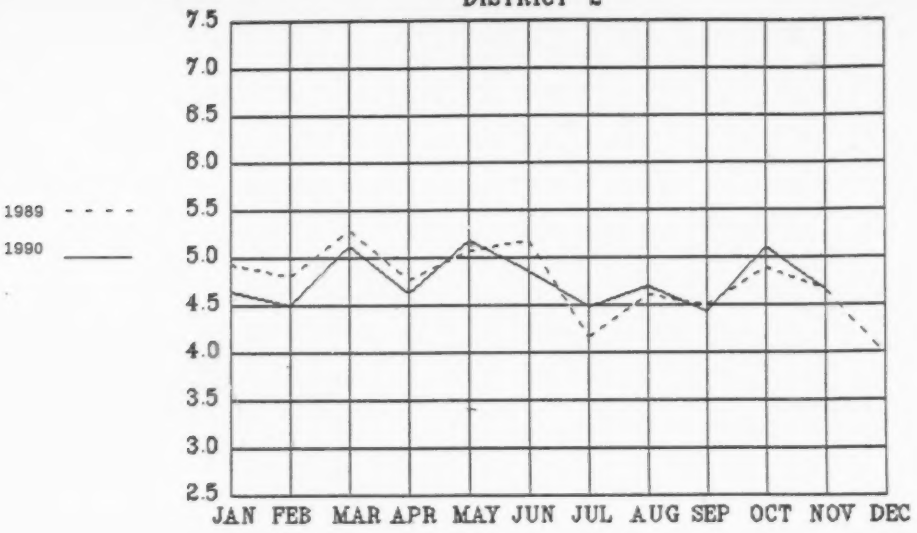
1989 - ——

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-10.5	-4.9	-10.2	-6.0	-4.2	-9.1	-6.2	-0.5	-4.7	2.0	-1.9	
% Change	Cumulative	-10.5	-7.8	-8.6	-8.0	-7.2	-7.5	-7.4	-6.6	-6.4	-5.5	-5.2	

MILLIONS

N.Y.-N.J.-E.PA.-MD. DISTRICT 2



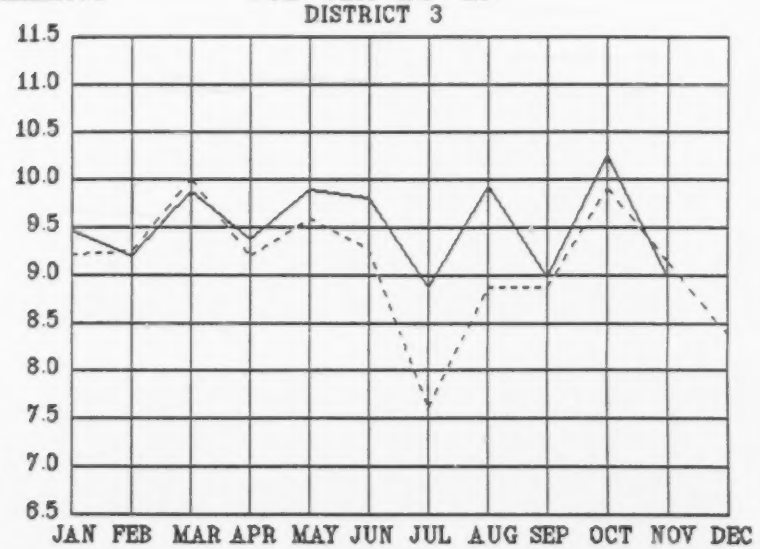
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.8	-6.4	-2.9	-2.9	2.1	-6.0	7.5	2.2	-1.3	4.6	-0.2	
% Change	Cumulative	-5.8	-6.1	-5.0	-4.5	-3.1	-3.6	-2.3	-1.7	-1.7	-1.1	-1.0	

MILLIONS

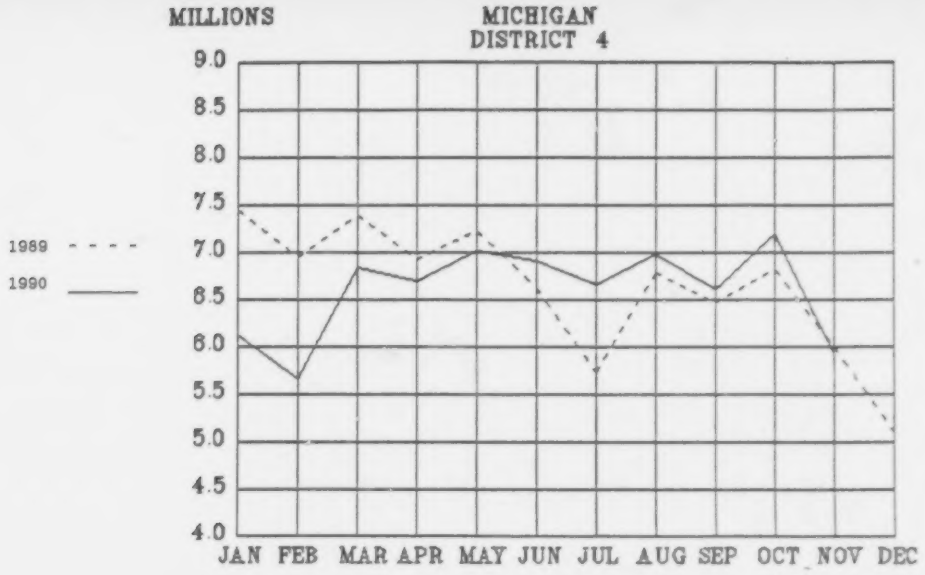
W.PA.-OHIO-IND.-KY. DISTRICT 3



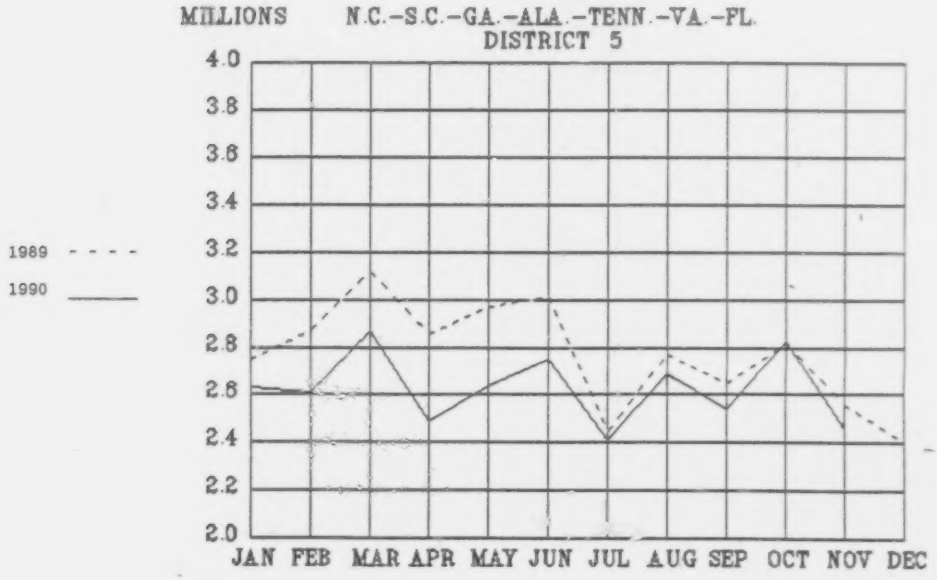
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.7	-0.7	-1.2	2.0	3.0	5.7	16.8	11.9	1.3	3.4	-1.9	
% Change	Cumulative	2.7	1.0	0.2	0.6	1.1	1.9	3.6	4.6	4.3	4.2	3.6	



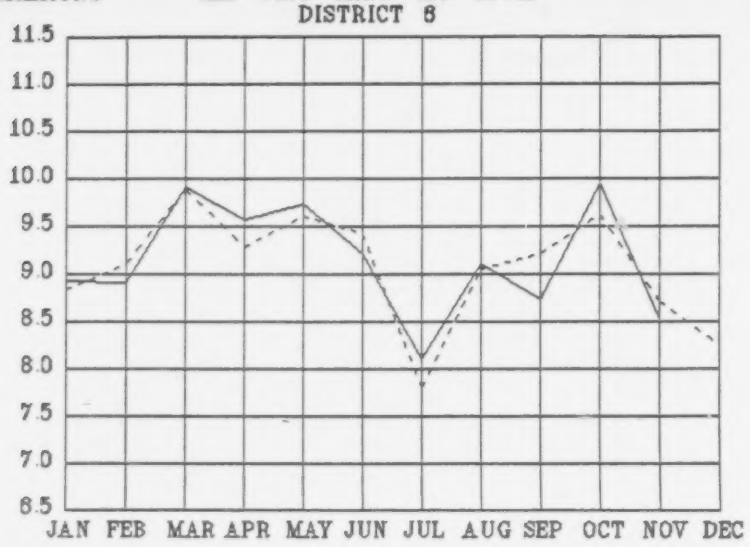
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-17.9	-18.5	-7.7	-3.6	- 2.9	4.3	16.1	3.0	2.2	5.5	-1.3	
% Change	Cumulative	-17.9	-18.2	-14.6	-11.9	-10.1	-7.9	-5.0	-4.0	-3.4	-2.5	-2.4	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-4.3	-9.2	-8.1	-13.0	-11.4	-8.8	-1.3	-2.9	-3.9	0.2	-4.0	
% Change	Cumulative	-4.3	-6.8	-7.3	- 8.7	- 9.2	-9.2	-8.2	-7.5	-7.2	-6.4	-6.2	

MILLIONS

ILL.-WISC.-MINN.-MO.-IOWA
DISTRICT 6



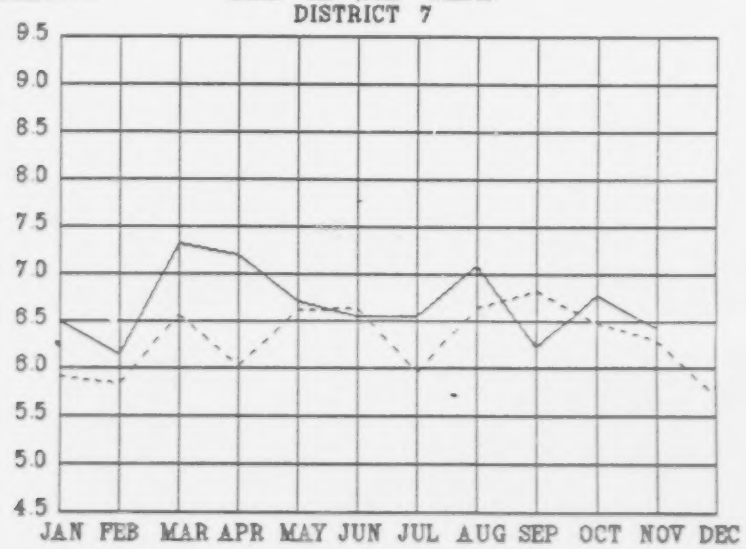
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.9	-2.2	0.1	3.0	1.2	-2.1	3.9	0.6	-5.3	3.2	-2.0	
% Change	Cumulative	0.9	-0.7	-0.4	0.5	0.6	0.2	0.6	0.6	-0.1	0.3	0.1	

MILLIONS

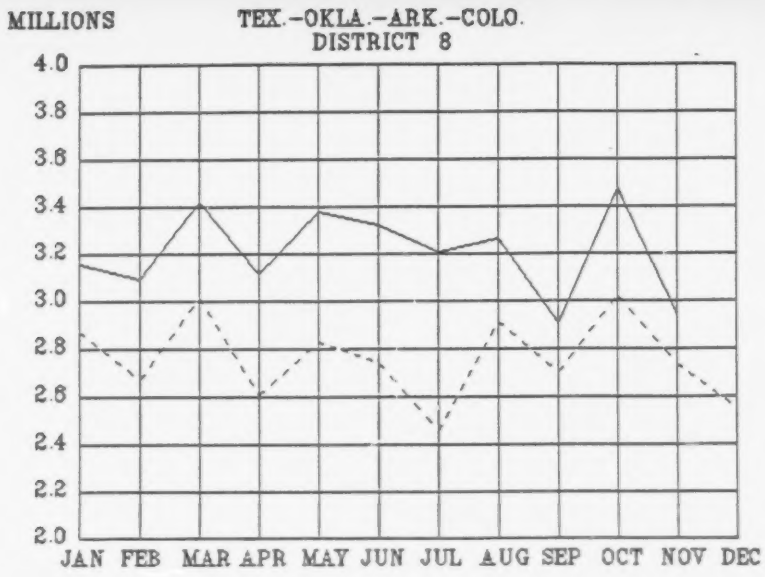
ARIZ.-CA.-ORE.-WASH.
DISTRICT 7



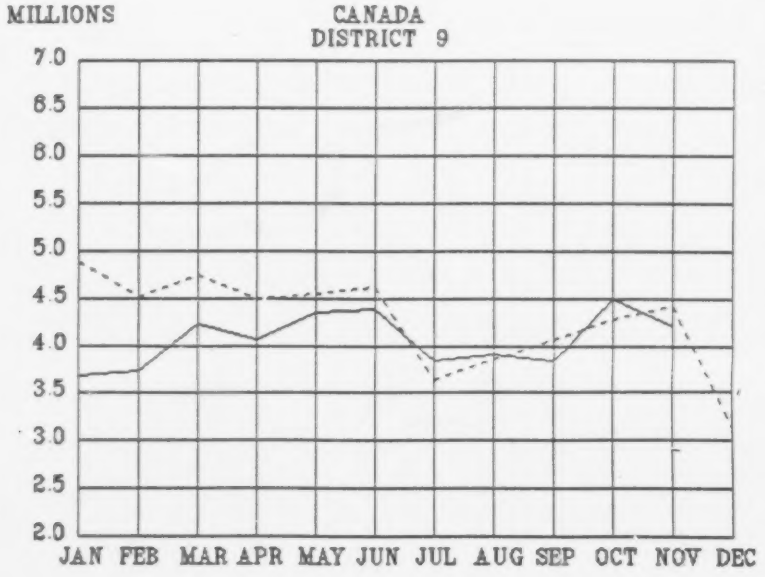
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.1	5.2	11.6	19.5	1.5	-1.5	10.2	6.9	-8.9	4.9	2.1	
% Change	Cumulative	10.1	7.6	9.0	11.6	9.5	7.5	7.9	7.7	5.8	5.7	5.3	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.0	15.9	13.5	19.5	19.2	21.1	30.4	11.9	7.7	15.2	7.4	
% Change	Cumulative	10.0	12.8	13.1	14.6	15.5	16.4	18.2	17.4	16.3	16.2	15.4	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-24.7	-17.3	-11.0	- 9.5	- 4.6	- 4.9	6.0	1.3	-5.7	4.8	-4.5	
% Change	Cumulative	-24.7	-21.1	-17.7	-15.7	-13.6	-12.1	-10.0	-8.8	-8.5	-7.2	-6.9	